

THE TRANSPORTATION LINK

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U.S.
COAST GUARD

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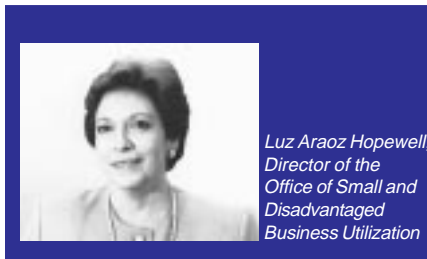
FEDERAL TRANSIT
ADMINISTRATION

ST. LAWRENCE SEAWAY
DEVELOPMENT
CORPORATION

MARITIME
ADMINISTRATION

RESEARCH &
SPECIAL PROGRAMS
ADMINISTRATION

AUGUST 1997



This past spring, DOT celebrated its 30 year anniversary. To commemorate this momentous event, we have added a new logo, "Serving America in the New Century with Vision and Vigilance." As we lead the way to transportation excellence in the 21st century, we are committed more than ever to serving the public by ensuring a transportation system that is safe and meets our vital national interests and enhances the quality of life of the American people, today and into the future. To accomplish this mission, we depend on you, small business, to help us provide the most state-of-the-art products and services at the Federal, state and local levels and provide feedback on the quality of our programs and services.

I would like to thank our readers for your interest and comments to the supplemental notice of proposed rulemaking (SNPRM) to revise the Department's Disadvantaged Business Enterprise

(DBE) program. The SNPRM proposes numerous

changes to the DBE program to respond to changes in the legal standards applicable to

such programs and to

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SBA Launches PRO-Net

A new Small Business Administration (SBA) pilot initiative, called PRO-Net, is available to SBA web site users now. PRO-Net is a pilot program to evaluate a state-of-the-art electronic procurement information system – for and about small businesses. It is a search engine for contracting officers, a marketing tool for small firms and a "link" to procurement opportunities and important information.

PRO-Net is a nationwide Internet-based database of small businesses. It is free to federal and state government agencies, as well as prime and other contractors seeking small business contractors, subcontractors and/or partnership opportunities. The interactive system is being piloted with some 6,000+ small firms in the database, including all SBA certified 8(a) firms and all women-owned businesses in the state of Maryland. If successful, it is anticipated that the PRO-Net system would be expanded to include all small firms in other SBA databases and other interested participants.

PRO-Net profiles are structured like executive business summaries, with spe-

cific data search fields that are user-friendly and designed to meet the needs of contracting officers and other potential users. Businesses can be searched by SIC codes; federal certifications; key words; location; quality certifications; business type; ownership race and gender; EDI capability, etc. A company with a home-page can link its site to its PRO-Net profile. In addition, PRO-Net provides one-stop access to multiple procurement resources and agency procurement opportunities.

The PRO-Net project is a cooperative effort between SBA's offices of Advocacy, Government Contracting & Minority Enterprise Development, Women's Business Ownership, Field Operations, Marketing, the National Women's Business Counsel, and the University of New Hampshire.

PRO-Net may be accessed through SBA's web site at <http://www.SBA.gov>. For more information on PRO-Net, please call Mr. Oliver Snyder, PRO-Net Program Manager, at SBA Headquarters (202) 205-7650. The SBA Representative at DOT is Mr. Reginald Holloway at (202) 366-5325/1902.

ITOP Awarded to Signal Corp!

Signal Corporation, founded in 1987, is a diversified high-technology services company headquartered in Fairfax, Virginia with 12 corporate offices and more than 38 field offices located throughout the U.S. Signal Corporation is a leader in providing information technology, engineering and management services, and multimedia services in support of industry and government. Signal Corporation is a Small Disadvantaged Business and will be certified in the SBA's 8(a) Program until 2001. In 1996, Signal Corporation was named to the Inc. 500 list of "fastest-growing private companies in the U.S."

Since their founding in 1987, Signal Corporation has grown rapidly to projected

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OSDBU Office of Small
and Disadvantaged
Business Utilization

wants to hear from you! Call us toll-free at 1 800 532-1169 with questions and comments, including problems accessing our website. The Transportation Link's address on the World Wide Web is: <http://osdbuweb.dot.gov>

Success Story continued from pg. 1

1997 sales of \$100 Million and 1,100 employees, primarily through competitive procurement awards realized by their outstanding staff and record of superior performance and customer satisfaction.

In June 1997, Signal Corporation President & CEO Roger Mody won the "Ernst & Young Entrepreneur of the Year Award" in the High Technology category. In March 1997, Roger Mody received the Virginia Vanguard Award from Virginia Business Magazine as the owner of the fastest growing privately held company in Virginia with a focus on technology, and Signal Corporation was concurrently ranked #2 on the Virginia Business Fantastic 50 list of fastest-growing private firms in the state.

In 1995, Roger Mody was selected from a field of over 8,000 candidates as the U.S. SBA National Minority Small Business Person of the Year. Also, in a separate selection from a field of over 8,000 firms, his company, Signal Corporation, was named the SBA's "National Minority Service Firm of the Year" for 1995. The SBA has stated that this dual award is unprecedented. Roger Mody was also a winner of the 1995 KPMG Peat Marwick "Entrepreneur of the Year Award" for the greater Washington region, and won the 1995 "Entrepreneur of the Year Award" from the Association of Indians in America, as well. Roger Mody's company received the 1992, 1995, 1996 and 1997 "Washington Technology FAST 50 Award," the 1995 and 1996 "National Technology FAST 500 Award," and the "Arthur Andersen/Washington Business Journal FastTrack Award" in 1994, 1995 and 1996. His company also received the prestigious Space Frontier Foundation's "SPACE FRONTIER AWARD" in 1994.

Recently, Signal Corporation was awarded a \$32 Million task order over a six year period, specifically the Information Technology Omnibus Procurement (ITOP). ITOP, a one-stop shopping contract for information technology (IT)

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How much does your Company spend filling out DOT-related DBE certification forms?

Recipients of U.S. Department of Transportation (DOT) funds, primarily state highway, airport and transit agencies are required to spend no less than ten percent of those funds with firms certified as Disadvantaged Business Enterprises (DBE). The recipient state and local transportation agencies are required to ensure that DBEs are eligible to participate in the DBE program, therefore they perform certification reviews. Certification reciprocity is permitted among recipient agencies and in some areas, the highways Department conducts certifications for all of the states' recipients, while in other areas each recipient conduct their own certifications. Often, the information required is similar but a different format is required for the submission.

In order to better serve the DBE business community, OSDBU is conducting an informal survey to ascertain the number of hours and the cost of certification related activities. In this survey, we are asking firms that have been certified as DBE under USDOT guidelines to ascertain the actual number of hours it takes to fill out the various forms. The intent of the survey is not to gauge the time it took to complete the certification process, but rather the actual time it takes firms to complete and submit the paperwork.

For instance, if a firm took five hours to gather the information and fill out the form, and then it took an hour to mail it, the actual time spent is six hours. In addition, if the firm met with the recipient certifying staff on-site at the firm's facilities for four hours then the total certifying time is ten hours. We are not interested in the time the firm must wait for the certifying recipient agency to process the forms, make a decision and notify the firm. However, if the firm did not submit all information need at first and had to provide additional information which took two additional hours to prepare and mail then please count that extra time, which would result in a total certifying time of twelve hours. With this in mind we would appreciate any interested certified firm on a strictly voluntary basis to please complete the following informal survey and either mail it, fax it or call our toll free number with the information by *Friday, September 5, 1997*.

A= 1 to 5 hours C= 11 to 15 hours E= 21 to 40 hours
B= 6 to 10 hours D= 16 to 20 hours F= more than 40 hours

- _____ gathering the documentation
- _____ filling out the State DOT Certification Form
- _____ filling out Transit Agencies Certification forms
- _____ filling out Airport Authorities' Certification forms
- _____ filling out Local/City and other agencies' certification forms
- _____ filling out recertification requirements
- _____ filling out certification appeals forms
- _____ complying with another states' forms

Estimated Dollar Value of each hour \$ _____ or if not available, estimated annual cost to your company \$ _____.

Company Name: _____ Telephone: _____
Fax Reply to: (202) 366-7538 Call reply to: (800) 532-1169
Or Mail to: U.S. Department of Transportation
OSDBU (S-40) ATTN: Certification Survey
400 7th Street, SW Room 9414
Washington, D.C. 20590

Business is Taking Off in Phoenix!

When local, state and Federal organizations work together, small business benefits! Over the past year, the Arizona Hispanic Chamber of Commerce, City of Phoenix Community & Economic Department, and the City of Phoenix Aviation Department/Sky Harbor Airport have partnered together to create public awareness about business opportunities at the airport. Opportunities for both business operators and vendors have and will continue to rise with the expansion of Sky Harbor Airport.

Since 1979, eighty-one gates have opened at the airport. International connections, in particular European destinations, have increased with the arrival of

British Airways and LTU International Airways. A runway expansion is underway and scheduled to be completed by 1999. The expected economic impact by the year 2005 of the Phoenix Airport System is \$22 Billion.

"The phenomenal growth at the airport has opened up new business opportunities which provide small minority businesses with a chance to grow their business in an optimal marketplace. Our outreach gives exposure to these opportunities and cultivates the small business entrepreneur in a new arena," says Sandra Ferniza. The outreach mentioned by Ms. Ferniza are the workshop presentations sponsored by the Chamber and its City of Phoenix partners, as part of its outreach agreement with the US DOT/OSDBU under the Liaison Outreach and Services Program (LOSP). The LOSP is a nationwide program where the US DOT/OSDBU has established partnership agreements with seven chambers of commerce and trade associations. The LOSP partners establish a communication link between DOT, its grantees, recipients, contractors, subcontractors and

the small and disadvantaged business community. The primary objective of the LOSP is to increase awareness of contracting opportunities and DOT's financial assistance programs.

Sky Harbor International Airport purchases over \$15 Million in goods and services annually. Theresa Hayes, Sky Harbor International Airport Purchasing Supervisor, provided workshop attendees with information on what the airport purchases and the processes prospective vendors must follow. Toni

Hatcher and Norman Lansden of the City of Phoenix made follow-up presentations, which focused on the city's purchasing and minority and women business enterprise

certification processes. The workshop also provided an excellent opportunity to network with key purchasing managers, like Tom Cecil, Director of Purchasing, America West Airlines; Sharon Wieneke, Senior Buyer, The Delstar Group; and Joe Campbell, Host Marriott Services Corporation. "As a young entrepreneur, marketing is the heart of the business. The learning process is very exciting and also rewarding. The quality of the information presented and the commitment shown to the small businesses in attendance are greatly appreciated," said PC MONEY business owner, Toni Hines.

"Knowledge is often the key to opening opportunity. Our partnership with the City of Phoenix opens the door for improved economic growth to a broader segment of our business community," states Ferniza. The Arizona Hispanic Chamber of Commerce is proud to announce that former Chamber President and successful business owner, Yolanda Collazos Kizer, recently was awarded a business contract to operate a children's gift store in Terminal 3 at Sky Harbor.

Ms. Kizer's success is a tribute not only to her business acumen but to her persistence in pursuit of this opportunity. She parlayed her experience as owner of a technical bookstore for the construction-related industry into a partnership with Host Marriott Services. Together they now operate three Arizona Desert News shops in Terminal 4.

The Chamber looks forward to continuing its alliance with the City of Phoenix/Sky Harbor Airport and to future outreach activities. For more information on business opportunities at the airport or other LOSP activities in Region IX, please call Victor Valdez, LOSP Regional Director, at (800) 742-8269 or by FAX at (602) 252-6110, or by e-mail at ahcc@enet.net. Information on all LOSP regional programs is available by using OSDBU's FAX-on-Demand at 1-800-532-1169 and selecting option 113, or by visiting OSDBU's web site at <http://osdbuweb.dot.gov>.

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Seated L to R are: Roger Mody, President & CEO of Signal Corp. and Rich Lieber, Principal, TASC Acquisition Services. Standing to the right are Luz Hopewell and Terry Moore of DOT/OSDBU.

requirements, covers the full gamut of information systems engineering for the Federal Energy Regulatory Commission. The nature of the work includes customer support, software development, network engineering, and operational support for the computer center and networks. Signal Corporation won the task order over five other offerors.

To learn more about Signal Corporation, visit their web page at www.signalcorp.com.

Desk of the Director, continued from pg. 1

improve the program's administration. The Department has just extended the comment period on the SNPRM for an additional 60 days, until September 27, 1997. The extension is in response to requests from a number of interested parties for additional time to review the proposed rule and to formulate comments. For further information on the extension and a full version of the SNPRM, visit the OSDBU web site and click on the "what's new" bar or "regulatory issues."

A complete version of the DOT Strategic Plan is available on the DOT web site at www.dot.gov by clicking "what's hot @ DOT," or by visiting the OSDBU web site. We invite you to review both of these documents, and we look forward to hearing from you!

In addition to reviewing both of these reports, we are requesting our readers to respond to a survey on the time and costs of completing the DBE certification process, which is featured on page 2 in this issue.

CALENDAR OF EVENTS OF INTEREST TO M/WBES AUGUST/SEPTEMBER/OCTOBER 1997

Date	Event	Location	Contact
August 13-14	World of Opportunity: Solutions for Minority Entrepreneurs Conference Sponsored by the American Association of Minority Businesses	Dallas, TX	(704) 376-2262
August 28	How to Submit RFP Bids to State and Local Government, Sponsored by the Clark County General Services Department, City of Las Vegas and State of Nevada	Las Vegas, NV	(702)455-2426
September 8	Congressman Elijah E. Cummings 1 st Annual Procurement Fair	Baltimore, MD	Deborah Perry, (410) 496-2010
September 8-12	MED Week '97, Sponsored by the Minority Enterprise Development Council-Chicago Region		Bernice Lane, (312)353-0186
September 9-11	Training and Development of Disadvantaged Small Business in Advanced Technologies (TADSBAT) Program, Sponsored by NASA, OSDBU Goddard Flight Center	Greenbelt, Maryland	800/933-8483 or 205/922-1110 E-mail: mta@iquest.com
September 12	11th Annual Entrepreneurial Woman's Conference	Chicago, IL	(312)853-3477
September 24	Preparing Your Loan Request, Sponsored by the Women's Business Development Center	Chicago, IL	E-mail: wbdc@worldnet.att.net
September 25	Electronic Commerce/Electronic Data Interchange Workshop	Van Nuys, CA	(818)756-4444 ext. 225
October 1	Minority Business Exchange	Madison, WI	(608)241-5858
October 8-12	15 th Annual United States Hispanic Leadership Conference Sponsored by United States Hispanic Leadership Institute	Chicago, IL	(312) 427-8683
October 13-14	4th Annual African American Entrepreneurship Summit, Sponsored by the Economic Development Institute	Auburn University, AL	(334)844-6151 E-mail: grenekd@mail.auburn.edu

want more information?

Jump into the net.

<http://osdbuweb.dot.gov>



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